

Nathan Hulinsky



Nathan Hulinsky grew up on a dairy farm in central Minnesota. He has been with the University of Minnesota Extension since 2016. As an Extension Educator, he focuses on teaching Farm Transfer, Financial Management, Beginning Farmer, and Land Rent across the state of Minnesota to farmers and those involved in the agricultural economy. He strives to educate farmers to decrease their risk and increase their profits. Nathan lives near Brainerd, MN with his wife, Amanda, and son Waylon.



UNIVERSITY OF MINNESOTA EXTENSION

Driven to DiscoverSM

Minnesota Beginning Farmer Education

Nathan Hulinsky

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Overview

- Agricultural Business Management Team
- Present Workshops
- Write Articles
- U of M Website



ABM Topics

- Farm Bill
- Farmland Rent
- Fruit & Vegetable Marketing
- Grain Marketing
- Finances
- Ag Taxes
- Farm Transfer
- Business Structures



Beginning Farmer Education

- Three Part Workshop Series
- Goals & Business Plan
- Finances & Lending
- Ag Taxes & Business Structures
- Marketing & Land Rent




U of M Resources

- Small farm startup school
- Offered a couple times each year
- Geared towards small-scale farmers
 - Fruit & Vegetable Growers



AgPlan – Business Plan

<https://agplan.umn.edu/>

About Account Log Out

Collapse

Cover Page

Executive Summary

Business Description

Mission Statement

Goals

Plan Summary

Capital Request

Business Description

Business Overview

Location

Facilities

Business History

Ownership Structure

Operations

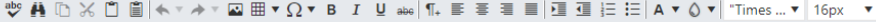
Products

Services

Production System

Sample 1

Business Description



TipsResourcesSamplesComments

Provide a brief description of your operation. In a few sentences, help people who are unfamiliar with your business develop an understanding of what you produce, the size of your operation and how you market your products. This may be very similar to the **Business Overview** section you wrote in the **Business Description** section of your business plan.

For those people who will only read your executive summary, this may be the only chance you have to adequately describe your business. Try to do so succinctly and in an engaging manner.

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FINBIN – Farm Crop & Financial Records

<https://finbin.umn.edu/>

FINBIN

Generate a Summary Report

WHOLE FARM

CROP

LIVESTOCK

Generate a Benchmark Report

WHOLE FARM

CROP

LIVESTOCK

Compare Your Farm

FINANCIAL RATIOS

⚡ Getting Started 📖 How To... ✓ About FINBIN 📊 About the Data 📞 Contact

Welcome to FINBIN

FINBIN is one of the largest and most accessible sources of farm financial and production benchmark information in the world. FINBIN places detailed reports on whole farm, crop, and livestock financials at your fingertips.

With just a few clicks of the mouse, you can see reports such as:

- [Soybean cost and returns by tillage system](#)
- [Dairy cost and returns by size of herd](#)
- [Farm financial standards measures by type of farm](#)

The possibilities are endless. Select Whole Farm Reports, Crop Reports, or Livestock Reports to create your own custom report.

2024 Farm Financial Data

The FINBIN database has been updated to include 2024 farm financial reports for the Minnesota farm business management programs. Minnesota farmers faced another challenging year, with net farm income continuing to decline. The overall median net farm income for Minnesota farms was \$21,964 in 2024, marking the lowest level this century. Farm profitability has significantly declined since 2022, leaving many farmers in a challenging financial position. The average Minnesota farm experienced a reduction in working capital, limited net worth growth, and minimal profitability for the year. [Read the full report on Minnesota farm finances.](#)

You can use FINBIN's summary reports to see the financial results for all farms by type or size of farm. Or, run a benchmark report to compare your farm to a group of farms similar to yours. [New is an integration of Tableau charts for your FINBIN search.](#)



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<https://agtransitions.umn.edu/>

Example

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Management transfer plan


Tips	Resources	Worksheets	Samples	Comments
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
EXTENSION


Crop Cost – Cost of Production tool

<https://cropcost.umn.edu/>


CropCost

My PlansHelp

Example 1


Crop Input

\$ Overhead Expenses

Calculate Report

Crop Input

+ Add New Crop

Corn 1

Crop Details ⓘ

Name

Corn 1

Description

Unit

Bushels

e.g. bushel, tons

Acres

100

Percent owned

100

Expected yield

180

Expected price

3.8

Other income per acre

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Minnesota Department of Agriculture – Tax Credit

Tax Credit Details

The tax credit will go to the asset owner (landlord/seller) for leases and sales taking place in the current tax year as follows:

	Tax Credit Amount	Maximum Tax Credit	Application Due Date
Cash Lease	10% of annual rental income	\$7,000	July 17, 2025
Share Rent Lease	15% of annual rental income	\$10,000	July 17, 2025
Sales	8 or 12% of sale price**	\$50,000	Nov. 1, 2025
Beginning Farmer FBM tuition reimbursement	Equal to tuition paid (see details below)	\$1,500	Nov. 1, 2025

In each given tax year, the asset owner can claim credits in **either** a rental or a sale with **each** eligible beginning farmer. We will mail tax credit certificates and filing instructions by the end of January each year.

Minnesota Department of Agriculture – Grant

- In 2024
- Up to \$5,000 for Mini Grant
- Up to \$20,000 for full grant

Past awards

In the FY2025 program, MDA helped new farmers with the cost of purchasing needed equipment and infrastructure by awarding 97 grants totaling \$856,833 across 45 Minnesota counties. Demand for the Beginning Farmers Equipment and Infrastructure Grant far outstripped legislative funding for the grant, with 1,100 eligible applicants requesting \$18.6 million from the grant program. Individual awards of up to \$20,000 are reimbursing a wide variety of equipment and infrastructure purchase costs for different types of farming, including:

- Fencing for 16 applicants
- Specialty crop equipment for 15 applicants
- Tractor purchases for 11 applicants, from small walk-behind tractors to larger row crop tractors
- Livestock chute system for nine applicants, plus livestock equipment including feeding and watering systems for others
- Water access improvements and irrigation equipment for eight applicants
- New infrastructure projects such as high tunnels, equipment storage structures, and walk-in coolers
- Improvements for existing infrastructure such as barns and feed lots
- Various other needs, including a soybean head, GPS technology for tractors, bee hives, a grain transfer system, hay balers, and Christmas tree farm equipment

Other Credits

- Crop Insurance Discount
- Lending
 - FSA Guaranteed or Direct Loans
- Ask Around





Questions

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